



FACTS ARE REASONS

Life Insurance Companies Differ in Their Business Methods and Results as Individuals do. Those That Attain Greatness and Permanency do This Through Force of Character. Demand of the Company in Which You Insure Character in Methods and Management, and Have Reasons for Selecting Your Life Insurance Company.

The Following Facts Are Reasons for Insuring Your Life in The Southern Life and Trust Company.

- (1) ITS SURPLUS to policyholders has increased from \$200,000 to \$402,253.51 since July 1, 1903. It now has over \$5.00 assets to every \$1.00 of liability to policyholders.
- (2) ITS ASSETS have been increased from \$200,000 to \$564,940.00 in the first four and one-half years of its existence.
- (3) ITS CHARTER is most liberal to policyholders, stipulating that until \$10,000,000 insurance is put

- into force the entire profits return to policyholders and after that the entire profits except 50c. on each \$1,000.00 insurance in force.
- (4) ITS PLAN OF OPERATION allows it to pay out in dividends what other companies lose through defaulting agents.
- (5) ITS CONSERVATISM in selecting risks has resulted in a mortality experience unequalled.
- (6) THE DIVIDENDS which it is paying are larger

- on premiums charged than any other company in America, so far as we are able to find out. Investigate this. We invite comparison.
- (7) ITS ACTUARY is one of the most eminent in the country.
- (8) IT IS CONSERVATIVE before entering the contract. Therefore, it can be liberal in fulfilling it.
- (9) ITS STANDARD is not "how much business you are doing but what have you got to show for it?"

INVESTIGATE

SOUTHERN LIFE & TRUST COMPANY

GREENSBORO, NORTH CAROLINA

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Agriculture and Transportation in the South

BY HON. JOHN H. SMALL.

Following is an address delivered by Hon. John H. Small, Representative from the first North Carolina district, at the recent "Prosperity Convention" in Baltimore, his subject being "Agriculture and Transportation in the South."

I note that this series of meetings are termed the "Prosperity Convention." Whether the purpose is to invoke the return of prosperity by aiding in the restoration of business integrity and public confidence, or to recall some of the basic factors existing in the South which make for prosperity, is immaterial. No trouble ever came to the individual or to the country which justified pessimism or despair. The wise man will keenly analyze the cause of trouble and apply the pruning knife. He will seek to restore those methods and principles of action dictated by sanity and morality. Yet, at the same time, he will keep his face toward the light, and with courage, confidence and hope he will talk of better days to come.

Whatever of progress has blessed the South in the past has been primarily due to the development and products of her soil. The first ray of hope out of the shattered past of a generation ago, and the first substantial rewards from industry came from the soil. From that day to the present her growth has been marvelous, and the record of the past year shows a culmination in its steady climb of development and production. Taking the seven crops of the South (which are common to the whole country), that is to say, corn, hay, wheat, tobacco, oats, Irish potatoes and rice, the value of the same for 1904 was \$594,108,000. This is an increase of \$100,000,000 over the previous year, and an increase of \$256,000,000 over the year 1900. This great sum representing the value of the seven general crops did not, however, equal in value the cotton crop in 1904, including the seed, which amounted to \$775,000,000. The value of the other Southern crops, such as rice, sugar, fruits and vegetables, was \$809,000,000. Thus the total agricultural output of the South for last year amounts to \$2,269,000,000. This is a sum greater than the farm products of the whole country in 1880.

The South holds a practical monopoly in the cotton production of the world, and it may be well to quote a recent comparison of this great crop, comparative value and potentiality of which is generally unknown to other sections, and scarcely realized by the people of the South. During the past six years our exports of cotton to Europe have annually exceeded in value the total gold production of the world.

Comparing the value of raw cotton exported from the South with the world's production of gold, it will be seen that, if, during the last six years, Europe could have gathered together every dollar of gold produced in all the mines of the earth and shipped it to the South it would still have fallen \$260,000,000 short of paying its debt

to the South for raw cotton." To this must be added many millions, as the value of exports of cotton seed products and manufactured cotton. If every dollar of gold annually produced in the world were brought to the South, it would not pay the yearly indebtedness of Europe to the South for its cotton. Is it any wonder that the South has prospered? If it not perfectly natural that the eyes of the world should be turned toward the South?

But it must be remembered that the law of progress is the law of vigilance. There is no condition of man so happy or self-satisfying, there is no prosperity in any section so great when it can safely rest upon its laurels. The world in every line of endeavor is constantly moving forward. The average of intelligence is so high and so universal, and the spirit of investigation so prevalent, that the methods and processes of to-day may be superseded by others to-morrow in this connection it may be stated that the average yield of staple crops of the South per acre, and the average value of the product of farm laborers, is not so high as it is in some sections, and as it should be in the South. This would indicate the necessity of more accurate knowledge of soil utilization and skill in the cultivation of the crops and the necessity for a higher average of intelligence in the man who tills the soil.

With all our marvelous agricultural progress we have simply scratched the surface of its possibilities. As the total value of our farm products is greater now than that of the whole country in 1880, so, at the end of the next decade, I confidently predict that they will have reached a valuation greater than that of the whole country in 1907.

While our triumphs in agriculture form a basis for a most enthralling exposition of one of the elemental factors which makes for prosperity in the South, I beg your attention briefly to a co-relative subject. Lord Bacon wisely said:

"There be three things which make a nation great and prosperous—a fertile soil, busy workshops and easy conveyances for men and commodities from one place to another."

Which had been a part of the organization, the methods and management of at least a part of our great railroads. Some of these evils may be briefly summarized. Managers of railroads organized political bureaus, and were perilously active in the control of political parties, and in the attempt to shape legislation. In the strife for business supremacy upon the part of industrial organizations, and for traffic upon the part of railroads, rebates and other like evils, were practiced, although it is fair to say from evidence which has been offered, that this evil has not existed with the railroads of the South for several years. In like manner discrimination has been practiced between cities and sections, so that arbitrarily one has progressed at the expense of the other.

In their financial methods exhibited in the organization and consolidation of railroads, in the issue of bonds and other forms of indebtedness, they have in many instances violated the elements of corporate law, and have departed from the standard of integrity fixed in the past and recognized in the present.

Generally railroad managers forget that in an important sense their lines constituted public highways, and that they were under such obligations to serve the public as could not be ignored.

These conditions could not be continued indefinitely with a people and under a government such as ours. The criticisms were at first infrequent and sporadic. The movement for reform grew to such proportions as indicated a complete awakening of public conscience. Naturally there joined the ranks men who sought to utilize a popular movement which did not attract men of this character. It cannot be questioned that this agitation in some respects has worked an injustice to railroad investments and properties, and may have in some instances impaired their business. But such results, even if true, would not be unusual. The evil practices referred to had become so deeply rooted that they would not yield to ordinary treatment, but required the scalpel. As you cannot remove the cancer without causing suffering and perhaps impairment of the body, so in this process of evolution which public service corporations have undergone it is only natural that they should have suffered to some extent. For one I believe the agitation was necessary and bound to have come. I believe that the worst is now over, and that the result will in the end prove beneficial, both to the railroads and to the public. Railroad managers will cease political activity. Discriminations, either against individuals or sections, will not be tolerated. The integrity which actuates the solid business man will displace the practices of high finance. Capital stock shall hereafter represent actual value, and bonds and other securities will be honestly conceived and legitimately floated. I hope and believe that from the humblest employe to the executive head a spirit of service to the public will be substituted for indifference and discourtesy.

We have with us this evening the president of one of the great trunk lines of the South, and who, I believe, recognizes this new era of duty and of service. In his public address he has advocated all these reforms, and I have no reason to ques-

tion his absolute sincerity. It is a pleasure to note that the head of another great railroad system in the South resides in your city. His unostentatious life, and his modesty may conceal from the world his forceful character, his potential influence and his personal integrity. He is known to your people and I believe that he stands for all that is upright in the newer relationship of the railroads to the public.

If I were influential with a railroad company I would create one more office, and I would place him at the head of a bureau, and inform the patrons of the railroad that they should feel free to make all their complaints as to service, or otherwise, to his office, with the assurance that prompt investigation would be made and ample redress afforded when justified by facts. Such an official would stand between the patrons and the company. In the beginning his duties would be burdensome and demand the highest skill and wisdom. But this would only serve to justify a public necessity. Absolute peace and harmony will not prevail until that portion of the public which desires to be fair and considerate shall be fully convinced of the disposition of the railroad companies to deal promptly and equitably with all meritorious complaints.

I had desired to speak of water transportation which is now occupying so important a place in the public mind, and in the discussion of which I have borne a humble part. There are many who believe that the problems of land transportation can only be satisfactorily and ultimately solved by co-operation of water transportation.

There is no more important public question in the South, one which more intimately affects its industrial evolution or will more greatly promote its commercial activity than the development of our waterways. Our Gulf ports, and our Atlantic ports south of Hatteras, must be improved, so as to be prepared for an increase in foreign trade, and particularly for the great movement which awaits the completion of the Panama canal. The streams which flow to the interior must be deepened and made navigable. Above all, we must bid defiance to the terrors of Hatteras and construct an inside route from Chesapeake Bay to Beaufort Inlet, and thence to Wilmington and the South. In fact the United States must own and make free every loop in the completed chain of protected waterways from Cape Cod to Florida and the Gulf.

With the construction of these waterways a new transportation problem, which now must frequently arise to vex the railroad commissions and courts, will then be equitably and automatically solved by the inexorable application of natural laws. In the improvement of our waterways it is extremely fortunate that no harm will be worked to the railroads. They can harmoniously exist side by side, each contributing to progress and prosperity, each occupying its own sphere, and the railroads sharing in the benefits accruing from the waterways. This proposition is now universally recognized by all railroad managers, and no reputable official will now argue to the contrary. I have come at some inconvenience to talk briefly upon these two topics—agriculture and transportation as af-

fecting the progress and prosperity of the South.

They are gathered in this good city men of industry and commerce from all of the States of the South and they will each confirm the estimate I have made of our matchless resources in the present and the resplendent possibilities of the future. Fortunate is the man who dwells within its borders, and equally fortunate is he who desires to better his condition and determine to cast his fortune with us. Baltimore of all the seaboard cities is most nearly entitled to be called the "gateway" to the South. On behalf of good citizenship, voicing the spirit of the young men of the South, who are proud of its past and hopeful of its future, we are grateful to the Monumental city for this opportunity of again telling to the unfortunate outside world, the resources, the development and the prosperity of the South.

A FEW LIVELY COURT SCENES.

Wilmington Lawyers Have Warm Passag-at-Arms—Infantry is Inspected
 —Rev. George F. Robertson Conducting Special Services.

Wilmington, March 7.—Superior Court adjourned yesterday afternoon and Judge Neal left for his home. The closing scenes of the special term were witnessed by a couple of passag-at-arms in the court room, one between Solicitor Duffy and Attorney A. G. Ricard, who was displeased at some utterances of the prosecuting officer to a jury in which he was interested, and the other between Deputy Clerk W. N. Harris and Attorney George L. Peschau growing out of some misunderstanding at the former's desk, when a crowd had collected there for witness and jury tickets just after court had adjourned. That occurring in the court room afforded an element of sensation, but the ill-timed remarks of the gentlemen really amounted to little. During the term 106 cases were disposed of and the congestion in the jail is greatly relieved.

The Wilmington Light Infantry last night passed what everybody believes was a most creditable inspection by Inspector General Stringfield, of the National Guard, and Captain Huguet, the United States army officer designated by the War Department to make the tour of the State militia with the inspector general. There were 48 officers and men present at the inspection and the armory and equipment of the company was found in first-class condition. The visiting officers were entertained at the sound while here and left this morning for Clinton.

Rev. George F. Robertson, of Steak Creek, is conducting a series of very successful evangelistic services at St. Andrew's Presbyterian church here. No services were held to-day, but to-morrow there will be three addresses and next week two services daily for a time. There is an abiding interest in the meeting and much good is being done.

Mr. George H. Bell, special agent of the United States Immigration Commission at Washington, is here looking over the situation with reference to the several colonies settled in this section by the Carolina Trucking Development Company. While his reports are confidential to the department, it is believed that he has been most favorably impressed with the work being done by the local company

in attracting desirable immigrants to this section, where thousands of acres await development.

REAL ESTATE MARKET ACTIVE.

Considerable Property Changes Hands at Fayetteville—Low Mortuary Rate For the City.
 Special to The Observer.
 Fayetteville, March 7.—Transactions in real estate promise to be very active during the spring, as indicated by sales now being made. An auction sale of unimproved lots on lower Dick street Thursday was quite successful, eighteen lots being sold in a short time. The prices paid ranged from \$125 to \$395, which was considered satisfactory for the property sold, location, etc., being considered. Mr. C. N. Gamble, who has recently located here, has bought six lots on Ramsey street, adjoining Captain J. C. Smith's residence. He will remodel the house which is located on

one of the lots and will occupy it with his family. Miss L. M. Jackson has purchased a lot adjoining Mr. Gamble's property, and will improve the building located thereon.

There has been another postponement by Judge Long of his hearing of the injunction case connected with the legislative act extending the limits of the city of Fayetteville, which case was to have been heard by him at Wilmington yesterday. He now advises the attorneys interested that he will hear argument in the case at Elizabethtown, Bladen county, next Tuesday, 10th inst.

Work has begun on the new building of the Carolina Telephone and Telegraph Company. It is to be of pressed brick and two stories, and the plans call for a creditable structure. The mortuary report of Dr. A. S. Ross, city physician, shows a total of only eight deaths during the month of February—four whites and four colored. Of the latter two were under 5 years of age.

Plain Talks on Fertilizers

How to Get the Greatest Possible Yield per Acre

It is a well-known scientific fact that in order to produce the very greatest possible yield from any soil it must contain an actual excess over and above all demands that can possibly be made on it by the plants.

Many farmers will feed their stock as much nourishing food as they can possibly assimilate, yet will starve their crops on the mistaken notion that they are "economizing" on fertilizer. The experiences of farmers, government experts, and agriculturists everywhere confirm the fact that plants, like animals, need the fullest possible amount of nourishment that they can obtain if they are to be developed to the utmost.

The economy in fertilizers is not in the amount used but in the ratio of quality to cost. Virginia-Carolina Fertilizers are the best in the world for the least money. More than one million tons were

sold to Southern farmers last year; and every year the demand becomes greater.

The best results in producing corn, the good old stand-by crop of the South, follow the application of 200 to 300 pounds of the right fertilizer. Virginia-Carolina Fertilizers will greatly "increase your yields per acre" of corn or any other crop, even on poor land—and the most wonderful results are produced through its use on good land.

Write today to the nearest office of the Virginia-Carolina Chemical Company for a copy of their latest Year Book or Almanac, a large 130-page book of the most valuable and unprejudiced information for planters and farmers.

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